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Message Text

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45
ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W
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R 041155Z SEP 74
FM AMCONSUL FRANKFURT
TO SECSTATE WASHDC 8012
USDOC WASHDC
INFO AMEMBASSY BONN

UNCLAS FRANKFURT 5771

1. ADDRESS: 42 WESTLICHE SANDSTRASSE D-6000 BERGEN-ENKHEIM, W. GERMANY, TELEX: 41 18 77, PHONE: 06194-2755, OFFICER ALBERT H. PATT, MANAGER.

2. THE FIRM, ESTABLISHED IN 1964, IS A MEDIUM SIZED MANUFACTURER AND LARGE DISTRIBUTOR/IMPORTER OF AIRCRAFT NAUTICAL INSTRUMENTS, NAVIGATION COMPUTERS, CONTROLS FOR JET ENGINES, FUEL CONTROLS, CABIN AIR CONDITIONERS, HEAT EXCHANGERS, WATER SEPARATORS, AND TEST SETS FOR AIRBORNE ELECTRONIC EQUIPMENT. ITS ACTIVITIES ALSO INCLUDE SERVICE, OVERHAUL AND REPAIR OF AIR DATA COMPUTERS, TEMPERATURE SENSORS, PNEUMATIC STARTERS, ENCODERS ETC. IN ADDITION, ITS DISTRIBUTION PROGRAM INCLUDES SYNCHROS AND SERVO COMPONENTS, PHOTO ELECTRIC PUNCHED TAPE READERS, AND MAGNETIC CASSETTE DIGITAL RECORDER SYSTEMS. IT HAS 325 EMPLOYEES AND SELLS TO WEST GERMAN6, ECM AND EFTA COUNTRIES. CHIEF CUSTOMERS ARE THE WEST GERMAN AND NATO ARMY PROCUREMENT OFFICES.

3. FINANCIAL REFERENCES: DRESDNER BANK AG, FRANKFURT, SMH & CO., FRANKFURT, TRADE REFERENCES: REMEX ELECTRONICS, 1733 ALTON STREET, SANTA ANA, CALIF. 92705; UNITED AIRCRAFT CORP., HARTFORD, CONN. 96108 AND SEE ITEM 4.

4. FOREIGN FIRMS REPRESENTED AND LICNESE ARRANGEMENTS: GARRET CORP., TORRANCE, CALIF. 90509 (LICENSE AND SALE OF PARTS FOR AIR DATA COMPUTERS); HAMILTON STANDARD DIV., WINDSOR LOCKS, CONN. (LICENSE AND SALE OF AIR INTAKE CONTROL
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AND FUEL CONTROLS); UNITED AIRCRAFT CORP., EAST HARTFORD,

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CONN. (SALE OF FUEL CONTROLS); REMEX ELECTRONICS, SANTA
ANA, CALIF. (SALE OF PHOTO-ELECTRIC PUNCHED TAPE READERS
ETC).

5. THE FIRM HAS A GOOD REPUTATION, COMPETENT MANAGEMENT
AND AN ORDERLY FINANCIAL SITUATION. IT IS REGISTERED AS
A CORPORATION WITH DM 15 MILLION CAPITAL AND CONTROLLED
BY NUMEA AG, CHUR, SWITZERLAND (90 PERCENT), AND UNITED AIRCRAFT
CORP., HARTFORD, CONN. (10 PERCENT). THE CORPORATION OWNS
ITS PLANT AND BUSINESS REAL ESTATE, VALUED AT ABOUT
DM 10 MILLION WITH NORMAL ENCUMBRANCES. BANKING SOURCES
STRESS PLEASANT BUSINESS CONNECTION, GRANT CREDITS,
AND REPORT PROMPT RETURNS. NO DEROGATORY INFORMATION
WAS RECEIVED. RECOMMENDED AS A GOOD BUSINESS CONTACT
FOR AMERICAN FIRMS.

6. PREPARED BY P. BARTOLSIC AND APPROVED BY J.P. BECKER
SULSER

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